



## **Celebrating Manufacturers**

# **Trends and Resources for Acceleration within the Chemical Industry**

**October 17, 2019**

# Celebrating Manufacturing Day



Celebrating Manufacturers Day with two federal government agencies. Learn how to classify your products, discover data tools for attracting new markets and trade trends in the chemical industry to help grow your company's international sales.

**Brought to you by your federal government trade partners:**  
*International Trade Administration & U.S. Census Bureau*

Access more international trade resources on **[www.export.gov](http://www.export.gov)**



# Today's Speakers

**Host:**

**Wendy Peebles**, Lead Outreach Coordinator  
Data User and Respondent Outreach  
U.S. Census Bureau



**Presenters:**

**Mayumi Escalante**, Classification Section Chief  
International Trade Indicator Micro Analysis Branch  
U.S. Census Bureau



**Mala Kline**, Chief  
International Trade Indicator Macro Analysis Branch  
U.S. Census Bureau



# Today's Speakers (continued)

**Presenters:**      **Tracy Gerstle**, International Trade Specialist  
Office of Materials Industries  
International Trade Administration



**John Meakem**, International Trade Specialist  
Office of Materials Industries  
International Trade Administration



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# Today's Agenda



- Introduction to Online Databases and Data Analyses Tools
- Examples of Tools in Action
- Products and Services ITA Offers to Promote Exports and Facilitate Trade
- Questions and Answers



# Schedule B Classification Search Tool

**Mayumi Escalante**, Classification Section Chief  
International Trade Indicator Micro Analysis Branch  
Economic Indicators Division

Email: [mayumi.hairston.escalante@census.gov](mailto:mayumi.hairston.escalante@census.gov)

Phone: 301-763-7061


Branch line: 1-800-549-0595; Option #2

Branch email: [eid.scheduleb@census.gov](mailto:eid.scheduleb@census.gov)



# Schedule B Search Demonstration

[www.census.gov/scheduleb](http://www.census.gov/scheduleb)



TOPICS

Population, Economy

GEOGRAPHY

Maps, Products

LIBRARY

Infographics, Publications

DATA

Tools, Developers

SURVEYS/PROGRAMS

Respond, Survey Data

NEWSROOM

News, Blogs

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Search

Q

You are here: [Census.gov](#) > [Business & Industry](#) > [Foreign Trade](#) > Schedule B

## Foreign Trade

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ACE AESDirect

DropBox

Guide to Foreign Trade

Foreign Trade Products

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USA Trade® Online

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Business and Industry

Reference

### Schedule B

The export statistics are initially collected and compiled in terms of approximately 8,000 commodity classifications in *Schedule B: Statistical Classification of Domestic and Foreign Commodities Exported from the United States*.

Sections

Search

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Download

Obsolete Codes

Schedule B Search

Use our enhanced search at <http://uscensus.prod.3ceonline.com> ([Note](#)). For more information, read our [announcement](#).

The logo for the United States Census Bureau, featuring the words "United States" in a smaller font above the word "Census" in a large, bold, blue font, with "Bureau" in a smaller font below it. A blue horizontal line is positioned under the word "Census".

# Schedule B Classification Training

- **Global Reach Blog Posts**
  - "Finding Your Schedule B Number"
  - "Exporting with Import Classification Numbers"
- **Export Training Webinars**
  - "Classifying Your Product" under Basics of Export Compliance
  - "Export Classification (Spanish)" under International Trade Webinars



# Online Data Analysis Tools

**Mala Kline**, Chief

International Trade Indicator Macro Analysis Branch  
Economic Indicators Division

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Phone: 301-763-2251

Branch line: 1-800-549-0595; Option #4

Branch email: [eid.international.trade.data@census.gov](mailto:eid.international.trade.data@census.gov)



# Official Source



The **U.S. Census Bureau** is the official source for U.S. export and import goods statistics and is responsible for issuing regulations governing the reporting of all export shipments from the United States.

# Data Tools Demonstration

## Global Market Finder

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

### Global Market Finder: An Interactive Tool for U.S. Exporters

SEPTEMBER 19, 2019

#### Export Markets for U.S. Goods

Find Your Schedule B Commodity Code ?  
(Enter Keywords or a Commodity Code)

Schedule B Code	Description
<a href="#">0101210000</a>	HORSES, PUREBRED BREEDING, LIVE (NO)
<a href="#">0101290000</a>	HORSES, LIVE, EXCEPT PUREBRED BREEDING (NO)
<a href="#">0101300000</a>	ASSES, LIVE (NO)
<a href="#">0101900000</a>	MULES AND HINNIES, LIVE (NO)
<a href="#">0102210010</a>	BOVINES, PUREBRED BREEDING, DAIRY, MALE, LIVE (NO)

## USA Trade® Online

[usatrade.census.gov](https://usatrade.census.gov)

USA Trade® Online

Welcome! U.S. Census Bureau [Log Out](#)

[SIGN-UP NOW](#)

[ACCESS DATA](#)

[ACCOUNT](#)

[Login with other credentials](#)

 [GET EMAIL UPDATES](#)

Census API Update

[Latest International Trade Data](#)

World Pop Clock

Related Party Trade

Profile of Companies

MITR

About USA Trade® Online

Trade Resources

# International Trade Website

[www.census.gov/trade](http://www.census.gov/trade)

## Foreign Trade

[Main](#) [About](#) [Data](#) [Outreach](#) [AES](#) [Regulations](#) [Reference](#) [Definitions](#) [Schedule B](#) [FAQs](#)

### Important Links

- [Global Reach Blog](#)
- [Newsletters](#)
- [ACE AESDirect](#)
- [DropBox](#)
- [Guide to Foreign Trade](#)
- [Foreign Trade Products](#)
- [Download Subscription](#)
- [USA Trade® Online](#)

### Related Sites

- [Business and Industry](#)
- [Briefing Room](#)
- [North American Industry](#)
- [Classification System \(NAICS\)](#)

Economic Indicator Database

FOREIGN TRADE is the official source for U.S. export and import statistics and responsible for issuing regulations governing the reporting of all export shipments from the United States. If you're searching for import or export statistics, information on export regulations, commodity classifications, or a host of other trade related topics, this is the place to get the information you need.

### News

- [The U.S. International Trade in Goods and Services Deficit Increased in August 2019](#)  
The nation's international trade deficit in goods and services increased to \$54.9 billion in August from \$54.0 billion in July (revised), as imports increased more than exports. (October 4, 2019)
- [The Advance International Trade in Goods Deficit Increased in August 2019](#)  
The nation's international advance trade in goods deficit increased to \$72.8 billion in August from \$72.5 billion in July as imports increased more than exports. (September 26, 2019)
- [Profile of U.S. Importing and Exporting Companies, 2016-2017](#)  
The Department of Commerce released the report, A Preliminary Profile of U.S. Importing and Exporting Companies, 2016-2017. It provides information on identified companies and their known export or import value. (September 26, 2019)
- [Imports and Exports by Related Parties, 2018](#)  
The Department of Commerce released the report, U.S. Goods Trade: Imports & Exports by Related-Parties 2018. Related-party trade accounted for 42.6 percent (\$1,771.4 billion) of total goods trade (\$4,162.3 billion). Related-party total goods trade is based on consumption imports and total exports. (September 4, 2019)
- [U.S. Exports by Metropolitan Area, Second Quarter 2019](#)  
The Department of Commerce released the report, U.S. Exports By Metropolitan Area, Second Quarter 2019. It provides quarterly, not seasonally adjusted data on exports by metropolitan areas. (September 12, 2019)

### August 2019 Trade in Goods and Services

Deficit: \$54.9 Billion  
Exports: \$207.9 Billion  
Imports: \$262.8 Billion

*Next release: November 5, 2019*  
[Complete Release Schedule](#)

### Export Training

[Collection of videos](#) to enhance export training.

[2019 World Trade Month Webinar Series](#)

[2018 International Trade Webinars Archive](#)

[2017 Features of ACE Exports Archive](#)

[2016 Trade Webinars Archive](#)

[2015 Trade University](#)



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# Office of Materials Industries Chemicals

John Meakem & Tracy Gerstle



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# ITA specialized teams and in-house experts aim to strengthen U.S. industry competitiveness via multiple programs and activities



## **Industry Expertise**

Sector analysis  
Actionable Data Products  
Market research  
Advisory committees  
Strategic Partnerships

## **Market Access & Export Promotion**

Export assistance  
Trade Events (missions)  
In-country presence  
Firm-specific advocacy

## **Investment Attraction**

SelectUSA  
Free Trade Zones  
Links to Local EDOs  
Firm-specific advocacy

## **Support for U.S. Manufacturers**

Anti-dumping duties  
Countervailing duties  
Protection against unfair trade practices





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# How ITA is Organized to Help You

## ***Industry & Analysis/Industry Offices***

*Leads within ITA for an assigned industry sector, monitor US exports and competitiveness, producing market research and supporting trade policies in support of industry*

## ***U.S. Commercial Service***

*Often first, local point of inquiry, within ITA, Business Advisor and Coordinator for USG assistance*

## ***Enforcement & Compliance***

*Monitors our trading partners compliance with trade agreements and support US firms engaged in disputes for unfair trading practices*



# Defining the Chemicals Industry





# The Harmonized Tariff Schedule

28	Inorganic Chemicals; Organic Or Inorganic Compounds Of Precious Metals, Of Rare-Earth Metals, Of Radioactive Elements Or Of Isotopes
29	Organic Chemicals
31	Fertilizers
32	Tanning Or Dyeing Extracts; Tannins And Derivatives; Dyes, Pigments And Other Coloring Matter; Paints And Varnishes; Putty And Other Mastics; Inks
33	Essential Oils And Resinoids; Perfumery, Cosmetic Or Toilet Preparations
34	Soap Etc.; Lubricating Products; Waxes, Polishing Or Scouring Products; Candles Etc., Modeling Pastes; Dental Waxes And Dental Plaster Preparations
35	Albuminoidal Substances; Modified Starches; Glues; Enzymes
36	Explosives; Pyrotechnic Products; Matches; Pyrophoric Alloys; Certain Combustible Preparations
37	Photographic Or Cinematographic Goods
38	Miscellaneous Chemical Products
39	Plastics and Articles Thereof

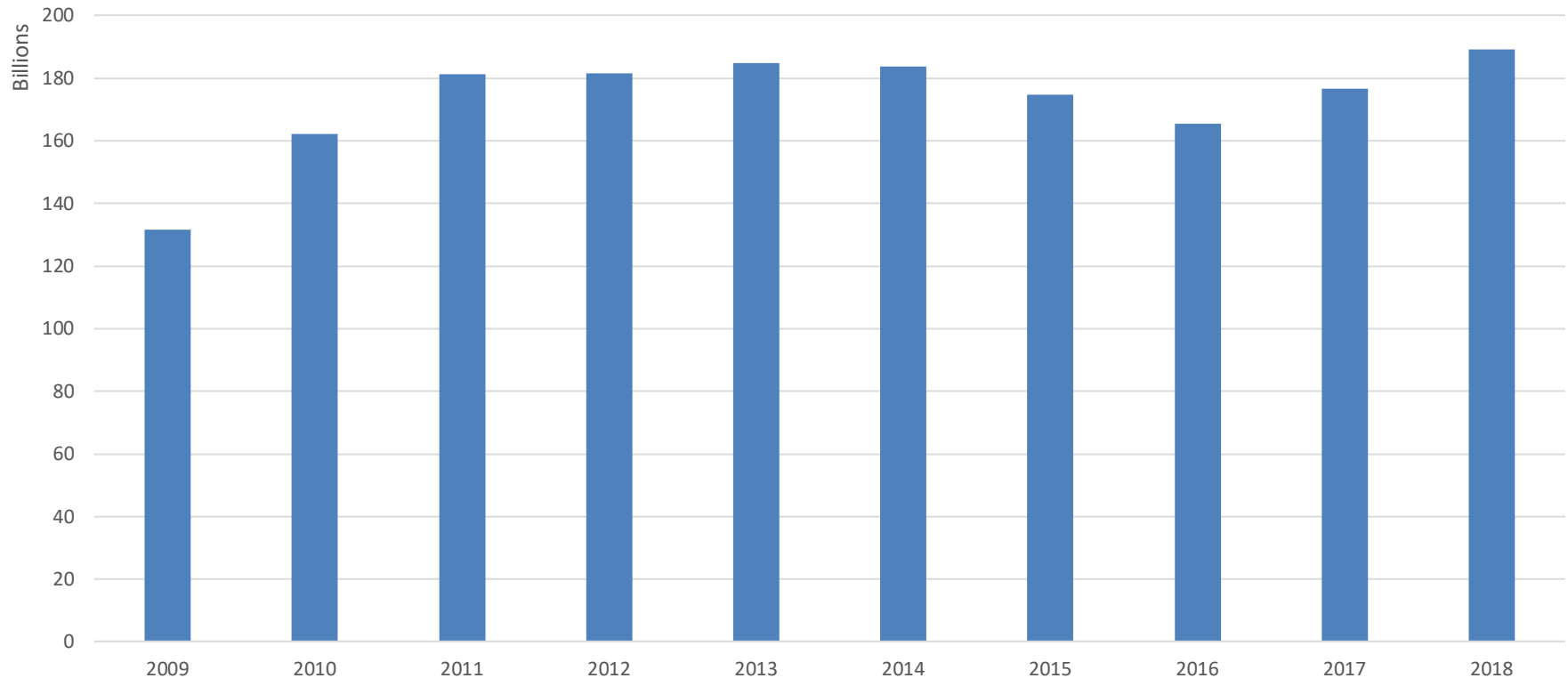


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# US Chemical Exports 2009-2018



Source: U.S Merchandise Trade, Chapters 28-39, except 30



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# Fastest Growth Sectors

HS	2018 Exports (Billion)	10-Year Export Growth (CAGR)
33 Cosmetics	13.6	5.35%
38 Misc Chemicals Products	30.3	5.26%
35 Adhesives/Sealants	3.6	4.84%
39 Plastics, Resins, Articles Thereof	66.6	4.5%
34 Soaps/Lubricants/Pastes	7.3	3.80%
32 Pigments/Dyes/Paints	8	3.33%
29 Organic Chemicals	40.3	2.65%
36 Explosives/Combustibles	761 million	1.79%
28 Inorganics	12.5	1.39%
31 Fertilizers	4.16	0.11%
37 Photographic/Cinematographic	2.2	-2.23%

Source: U.S Merchandise Trade, Chapters 28-39, except 30



# Trade Policy





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## How OMI participates in the Trade Policy Agenda

*Bringing core sectoral expertise to USG preparatory work for Free Trade Agreement (FTA) negotiations*

*Identifying and addressing increased market access in connection with USEACs, GM, foreign officials contacts, and in compliance with FTA provisions*

*Reaching out, and beyond ITA, to advocate for a level playing field for U.S. business, while ensuring compliance with FTA provisions.*





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# <https://beta.trade.gov/fta>

## **The FTA Tariff Tool combines tariff data into a simple and easy to search public interface.**

This tariff search tool allows users to find tariff information on all products covered under the U.S. Free Trade Agreements (FTAs). The tool shows the tariff applied on the date the FTAs enters into force and the rates each subsequent year as the tariffs are eliminated under the agreement.

The tool also provides product-specific rules of origin to help companies determine eligibility for preferential rates.

[Launch the FTA Tariff Tool](#)





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# <https://ustr.gov/issue-areas/enforcement/section-301-investigations/search>



OFFICE *of the* UNITED STATES TRADE REPRESENTATIVE  
EXECUTIVE OFFICE OF THE PRESIDENT

TRADE AGREEMENTS

COUNTRIES & REGIONS

ISSUE AREAS

ABOUT US

SEARCH



## Subheading

SEARCH

RESET

## Search Results

### 29012200

Unofficial Article Description:

Propene (Propylene)

Comment Process Due Date: 6-Sep-18

Product Exclusion Request Due Date: [30-Sep-19](#)

(List 3) \$200 Billion Tariff Action Effective on  
September 24



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## Trade Policy: Industry Trade Advisory Committees

### A Unique Public-Private Partnership – Industry's Voice in U.S. Trade Policy

- Since 1974, the U.S. Department of Commerce and the U.S. Trade Representative (USTR) have worked side-by-side with business leaders who serve as industry trade advisors to the U.S. Government.
- USTR/Commerce jointly administer the Industry Trade Advisory Committee (ITAC) program to reflect today's U.S. economy & vision for the future ([www.trade.gov/itac](http://www.trade.gov/itac)).
- Currently, approximately 370 industry representatives serve as advisors to Commerce and USTR with a diverse representation of private industries ranging from small to large companies and from all U.S. geographic regions.
- Commerce and USTR consider the ITACs to be an integral part of the U.S. trade policy-making process. Advisors have direct access to policymakers and negotiators to offer industry positions on U.S. trade policy and negotiating objectives.
- **ITAC 3 – [Chemicals, Pharmaceuticals, Health/Science Products and Services](#)**





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# ITA Network



150 offices in 80 countries representing 96% of world exports

Contact the ITA Chemicals Team with your trade issues and questions  
including Customs, Regulations, Standards, Counterfeits



# Trade Facilitation





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# [https://www.usitc.gov/trade\\_tariffs/mtb\\_program\\_information](https://www.usitc.gov/trade_tariffs/mtb_program_information)



United States International Trade Commission

Miscellaneous Tariff Bill Petition System (MTBPS)

Home

Create Account

Login

Welcome to MTBPS - Creating and maintaining an open and transparent process for consideration of petitions for duty suspensions and reductions...

Submit



Submit Petition

View



View Petitions

Support



Help Guides & Documentation

Contact Us

2016 Information



2016 Petitions

2016 USITC Reports

<https://mtbps.usitc.gov/external/petitions/view.html> Viewers

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# <https://enforcement.trade.gov/ftzpage/index.html>

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## U.S. Foreign-Trade Zones Board

<a href="#">FTZ Home</a>
<a href="#">FTZ Act</a>
<a href="#">FTZ Regulations</a>
<a href="#">Annual Report to Congress</a>
<a href="#">Site Map</a>
<a href="#">Contact Us</a>
<a href="#">Glossary</a>
<a href="#">Links</a>



Notices and Board Orders

[Online FTZ Information System \(OFIS\)](#)

<a href="#">FTZ Home</a>	<a href="#">Commerce</a>
<a href="#">Treasury</a>	<a href="#">CBP</a>

### What's New:

[FTZ Forum in Portland, Oregon on Sept. 30](#)  
[Shift to electronic submission of applications](#)  
[Updated Regional Representative List](#)  
[FTZ Production: Scope of Authority and Monitoring Visits](#)  
[Links: Guidance on Section 201, 232 and 301 Decisions](#)

### Information on Cases

[Case Timing and Case Status](#)

[List of Cases with Open Public Comment Periods](#)

#### New to FTZs?

Start here with FAQ's, articles and other information.

#### List of FTZs

Zones are listed by state and include contact information.

**How to Apply**  
Forms, guidelines, instructions and everything you need to know about FTZ applications.

**Already in a Zone?**  
Information for grantees, operators and users, including Annual Report information and more.

**FTZ Production Center**  
Information for companies interested in FTZ production authority.

**Reading Room**  
*Federal Register* Notices, Applications, Comments Received, Zone and Site Information.

[Information for CBP](#)





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# <https://enforcement.trade.gov/petition/counseling/index.html>

last update: September 22, 2015



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## Introduction

Overview Of Trade Remedies

Elements of a Petition

Frequently Asked Questions

Related Links

Glossary

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## Antidumping (AD) and Countervailing Duty (CVD)

### Petition Counseling and Analysis Unit

The AD/CVD Petition Counseling and Analysis Unit has a dedicated staff of professionals who are available to assist U.S. companies in a myriad of ways with respect to the U.S. unfair trade laws. This staff, which is involved in all aspects of initiating antidumping and countervailing duty investigations, brings a tremendous amount of experience which may be of assistance to your company. Some examples of how the AD/CVD Petition Counseling and Analysis Unit may be able to help you include:

- Helping you to understand U.S. unfair trade laws dealing with dumping and unfair foreign government subsidies, and the process of filing a petition requesting the initiation of an investigation;
- Providing guidance to potential petitioners to assist them in determining what types of information will be required in order to pursue action against an industry suspected of unfair trade practices;
- Assisting potential petitioners in ensuring their petition is in compliance with statutory initiation standards;
- Providing small businesses with publicly available tariff and trade data from the U.S. Department of Commerce, the U.S. Treasury, and the U.S. International Trade Commission.

Although this website is not meant to be a substitute for counseling by private experts, it is designed to introduce you to the basics of the U.S. unfair trade laws with respect to AD/CVD investigations, and provide information on the statutory petition requirements which must be satisfied for the Department of Commerce to initiate an investigation. Prior to the official filing of a petition, any communications with you on these matters will be treated as confidential information and will not be disclosed to outside parties.

The background of the slide is a photograph of an industrial facility, likely a refinery or chemical plant. It features tall distillation columns, complex piping, and storage tanks. The scene is illuminated by bright sunlight, creating strong shadows and highlights on the metallic surfaces. A semi-transparent blue horizontal band is overlaid across the middle of the image, containing the title text.

# Trade Promotion



# TAKE YOUR BUSINESS GLOBAL

Developed by international trade experts and economists, Export.gov provides trusted market intelligence, practical advice and business tools to help U.S. companies expand in global markets.



Export Guides



Market Intelligence



FAQs



Events



Leads

## How to Export

[eCommerce](#)  
[Export Education](#)  
[Finding Foreign Markets](#)  
[Legal Considerations](#)  
[Logistics](#)  
[Financial Considerations](#)  
[Product Preparation](#)

## Customized Services

[Services for U.S. Exporters](#)  
[Plan and Assess](#)  
[Promote and Expand](#)  
[Locations](#)

## Market Intelligence

[Find Market Intelligence](#)  
[Export Guides](#)  
[Trade Leads](#)  
[Trade Data & Analysis](#)  
[Trans-Pacific Partnership \(TPP\)](#)

## Events

[Events and Trade Missions](#)  
[Webinars](#)

## Trade Problems

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[Report a Foreign Trade Barrier](#)  
[Foreign Trade Remedies](#)  
[Foreign Safeguard Activity Involving U.S. Exports](#)  
[U.S. Products Subject to AD/CVD Measures](#)

## FAQs

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[International Trade Administration](#)  
[Federal Trade Partners](#)





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# Market Reports



Asia Personal Care & Cosmetics Market Guide  
2018

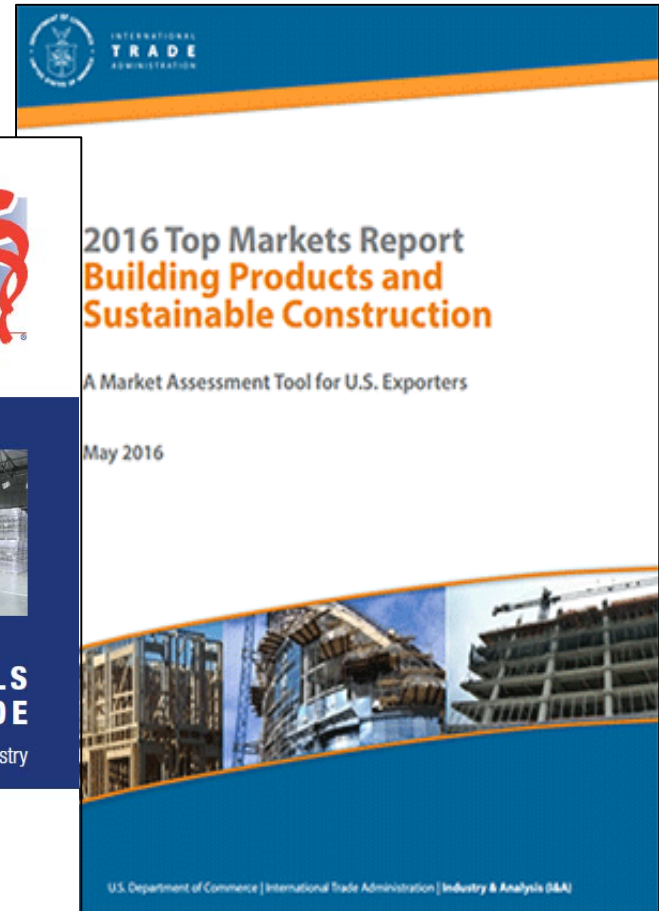


## PLASTICS MATERIALS AND MACHINERY EXPORT GUIDE

A Reference for U.S. Exporters in the Plastics Industry

Prepared by:  
U.S. Commercial Service, Commercial Specialists and the CS Manufacturing Team

September 2013



## 2016 Top Markets Report Building Products and Sustainable Construction

A Market Assessment Tool for U.S. Exporters

May 2016

U.S. Department of Commerce | International Trade Administration | Industry & Analysis (IAA)





## OMI and Stakeholders Commit to Innovation and Collaboration

*In 2014, upon request from US stakeholders, in the field of green chemistry and safer choice products, OMI took the leadership, to better integrate USG, and promote Government to Government (G2G) information exchange on activities and programs supporting advanced manufacturing and innovation in green chemistry;*

*A number of G2G dialogues have been initiated with the ASEAN region, the EU, and Brazil. They are part of a discovery process for government officials and industry representatives toward public-private partnerships to accelerate the adoption of greener chemical compounds along the supply chain.*

*More recently, and to address the demand of US SMEs, and Start-up, OMI helped introduced the first Business to Business (B2B) information exchange. The US-EU SME Collaborative Forum on Sustainable Chemistry aims to ensure increased bilateral support for sustainable chemistry incentives.*



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<https://www.selectusa.gov>



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# FDI + Manufacturing = Jobs

At the intersection of U.S. manufacturing and FDI are millions of jobs

LEARN MORE







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# OMI Materials & Chemicals Team

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[www.trade.gov/industry/materials/](http://www.trade.gov/industry/materials/)

# Celebrating Manufacturing Day



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# Appendix



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# U.S. Government Trade Data Resources

**Identify New Markets with the Global Market Finder**

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

**Discover Trends and Analyze Markets with USA Trade Online**

[usatrade.census.gov](https://usatrade.census.gov)

**Find the Right Harmonized System Code with the Schedule B Search Engine**

[www.census.gov/scheduleb](https://www.census.gov/scheduleb)



# U.S. Government Trade Data Resources (continued)

**Access Economic and Trade Data for Top Markets**

<http://tpis.trade.gov>

**Identify Reduced Tariff Rates with our Free Trade Agreement (FTA) Partners**

<http://export.gov/fta/ftatarifftool/>

**How to Navigate the Section 301 Tariff Process**

<https://ustr.gov/issue-areas/enforcement/section-301-investigations/search>

